

THE EVENING POST

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WASHINGTON, JANUARY 4, 1889.

IN PRISON FOR DEBT.

Chicago comes to the front with a sad Christmas story. In the debtors' department of the county jail lies Cornelius Tally, a man blind from the result of exposure while a soldier in the late war. Tally is a poor man. Unable to work, but he had a wife and when she became ill he sent for Dr. Leahy. The doctor came three times to see her and then she died. The doctor sent in a bill for \$10, which Tally had no money to pay. But the doctor, on the principle of kill or cure, took no middle ground and insisted on his \$10. Tally's brother, a laboring man, with whom he lived offered to pay the bill, but Tally would not have it so, and the doctor had him jailed for debt. Just how the doctor is going to get his \$10 by such a proceeding does not appear.

This happened in the Christmas time, and probably the doctor wanted the \$10 to buy Christmas presents with, but the disappointment he suffered would hardly justify him in juggling poor Tally.

Revenge is sweet, however, and the doctor may yet get his \$10 worth of sweets for his Merry Christmas, even though it comes too late for his stocking. In the mean time Chicago and Cook County will do themselves honor by making it impossible to imprison a man for debt.

THE WASHINGTON TERRITORIALS want their State named "Washington." It is not an appropriate name, and if it be given the new State will always be productive of confusion with the name of the Capital of the country.

Mr. J. HENRIK HEATON, Member of the English Parliament, is coming to this country to see what can be done toward establishing a one-cent postage note across the sea. We are with Mr. H., but we don't like the first two-thirds of his name.

THE SHIP OF PENSIA is to visit the Car of Russia this year, and it is not impossible that he may come to America. It is to be hoped he will bring his disinfectants along with him if he comes.

FROM THE STYLE OF objection presented by some of the plous opponents of the inaugural ball one would imagine that they had been frequenters of the can-can and feared the same style of dancing to be introduced at the inaugural. We hasten to disabuse their minds.

THE NEW LAW governing the details of executions and the disposal of the dead bodies of capital offenders in New York is very nearly barbaric, and completely destroys the beautiful sentiment embodied in the story of the thief on the cross. The New York criminal is to have no funeral rites, and he is to be chucked into the ground of the prison yard like a dead dog. It is well enough to deprive criminals of life; it would be better if more were served so than are, but the law should go no further than that. A murderer's life should be given to the law, his body to his friends and his soul to his Maker.

WHAT has become of the Democratic party and what shall be said of those still supposed to compose it? The Chicago Herald (Dem.) says: "From its counsels have departed not only all those glorious men summoned by an indulgent Creator, but all those renegades accredited by the devil."

THE SIX O'CLOCK Club last night discussed "Breakers Ahead" and not a discussor put on a life preserver.

CONSEL-GENERAL ARTWOOD, at San Domingo, was removed because he asked officially that a dime museum man be allowed to bring the alleged bones of Christopher Columbus over to this country and exhibit them. The San Domingo people got mad about it and insisted that he be sackville-Wested, so Mr. Artwood pulled him in. Now what was there undiplomatic about a little scheme like that? San Domingo was going to make big money out of the renting of these bones; a priest and a guard of soldiers were to be paid good wages to go along with the show. The bones were to be returned in good order four years hence. We want to see those bones on general principles, and if San Domingo becomes too "sassy" we'll send our ships down there and take them as we did the Haytian Republic. Admiral Luce is an experienced sea warrior now and he is ready to go anywhere we want to send him and take anything from the yellow fever to the equatorial belt.

THE CALM ALWAYS precedes the storm, and we who are in the sunshine to-day may be in the blizzard to-morrow. Make overcoats and snow shovels while the sun shines.

THE PRESIDENT did the proper thing in withdrawing the name of Leon O. Bailey of Indianapolis for United States District Attorney, but it would have been more to his credit if he had never made the appointment. However, the next best thing to not doing wrong is to be sorry for it and make it right. This President has done, and he should be allowed a full merit mark for good conduct.

Doing Him a Rank Injustice.
Dumley (to Brown)—Brown, I understand that Robinson referred to me yesterday as an old fool. I don't think that sort of thing is right.

Brown—Why, of course, it ain't right, Dumley. You can't be more than 40 at the outside.

Subs marked down to \$10.00. Eisenman's, 7th & E.

WITH JOHN WANAMAKER

HOW A GREAT MERCHANT LAYS HIS PLANS.

Already Outlining His Work for the Next Christmas Season—A Man Who Divides \$125,000 Among His Employees—Nearly a Million Dollars Received in Ten Days.

Special Correspondence of the Chicago Tribune.
PHILADELPHIA, Dec. 29.—At 8 o'clock this morning John Wanamaker, the greatest merchant at retail in the world, seated himself at his desk in the north-west corner of the second floor of his store and began looking over his morning mail. When I called an hour later he was busy with a huge stack of papers, each as large as a page of the Tribune, and covered with writing. There must have been 100 of those queer looking sheets of paper, and their written contents would make a large book. The merchant read them carefully one by one, but with a quick eye.

He is a man of average size, but with an unusually large head. His face is one to be remembered. It is not expressive of the strength and humor one sees in the face of Phil. Armour, nor of the quiet persistence and mental evenness which are conspicuous in the face of Marshall Field, who, with Mr. Wanamaker, are the three greatest merchants of the world, but it gives outward evidence of unique individuality, of great executive force, of a grasp of fundamentals, and that sort of impetuousness which brings quick decisions and prompt action.

Wanamaker is a practical success. He has a head which appears to fall rapidly backwards in all directions from the month. The absence of the firm, strong chin is so striking as to confuse the physiognomists, for that the man does not lack firmness in the place where he will readily discover in case he shall take a seat in President Harrison's Cabinet.

"Doubtless you are wondering what all these papers are," said he. "Well, I will tell you. When I came to my desk last Wednesday morning I was naturally thinking about the Christmas trade which we had. We did a great deal of Christmas business in this store this year. During the ten days previous to Christmas our sales hovered about \$100,000 a day. The grand total for the year falls only a few dollars under a million. A great trade, surely, but we shall beat it next year. I am already planning for next year. This big pile of papers here is a part of our preparations for the holiday trade of 1889. In five minutes I had written this:

8:30 a. m. Wednesday, 12, 26, '88.—The interesting experience of the past ten days' trade has been a most profitable one. Each of us has been saying 'if I had it to do over again, I see how I could improve it'—and then—

"While the whole matter is fresh on your mind jot down whatever occurs to you that may be made of it for future use." This between 9 and 9:30 a. m. I wrote, and had this paper to me personally.

"Here are sub-headings," continued Mr. Wanamaker, "for arrangement of stock, space required, help, general system, complaints, suggestions, etc. I sent this to my printing office upstairs with instructions to strike them off in an hour. One of these blanks was sent to every head and assistant head of department, every assistant manager, every person in a position of responsibility, and when I reached my desk next morning here they were written out and signed. Now, what have I accomplished by this? Why, I have learned more about the details of my business than I could have learned in an hour's talk with each of my subordinates. I caught them when their minds were fresh with the difficulties and needs of the Christmas trade and encouraged them to give their opinions deliberately and carefully over the Christmas trade. I have made all of these assistants feel that they have an interest in this business, and their opinions are valued. On these reports, when they shall have been carefully read and summarized, plans will be laid for next year's trade. I am given to buyers, changes made in the arrangement of the store and improvements are effected in the methods."

THE SECRET OF SUCCESS.
"What fundamental principles have you attached the greatest importance to, Mr. Wanamaker, in the building up of a vast business like this?"
"I have tried each day to do that day's work, and to make each following day an improvement upon its predecessor. That has been the whole current of my life. I am unlike any other in the world. We sell all kinds of merchandise except groceries and provisions, but we will not handle goods which people do not want. I mean by this that we never take advantage of the trusting and generous nature of our business to foist upon the people goods which they ought not to buy. We do not struggle simply to sell goods, to make cheap prices. The Bon Marche of Paris is the greatest retail establishment in the world, and I have learned this. Our store is one-fourth larger than the Bon Marche. There is no chance for the first requisite. They send their wagons out all over Paris, find what can be bought cheaply of manufacturers and peddlers, and bring it in, and then they sell it at a profit. I have learned to move it rapidly. There are large concerns of a similar nature in other cities which carry on the same kind of business. My plan is different and always has been."

"And these ideas of yours are what one hears called 'John Wanamakerisms'?"
"I suppose so. I am called original and unique because I put my brain into my business, because I reduce my business to a science. You have asked me how I have managed to build up so large a concern. Persons who imagine it has been done simply by putting in a big stock of goods, opening the doors and inviting the people in—that is business like this simply grows by its own impetus—are mistaken. You can start a locomotive on its journey simply by getting up steam and opening the throttle, but that is the only way to start the train reaching its destination in safety."

VALUE OF JUDICIOUS ADVERTISING.
"And you believe in liberal advertising?"
"I spend \$5,000 a week in advertising and pay a skillful man—a former newspaper editor—a good one—\$1,000 a month to do it for me. I make money by it. Advertising is the leverage with which this store has been raised up."

"And your plan?"
"I found it advantageous to treat my help with liberality and fairness. I wish to have them here. We have a complete system of markings, by which a record is kept of the services of every employee, no matter how responsible or irresponsible may be the position occupied. Promotions are made, salaries fixed, leaves granted, as closely as possible by these markings. I can turn to my books and ascertain what has been done and what not done by every one of my employees since I turned the old Pennsylvania freight house into a store in the year 1876. We shall divide this year \$125,000 among our employees. W. W."

THE HARRISONS AS SOLDIERS.
The Military Record of the Family Brought to Light.

From their high military titles it is doubtful if many people ever associated the names of General Benjamin Harrison, the President-elect, and his illustrious grandfather's, General William Henry Harrison, with the humble military titles and grades. General Benjamin Harrison entered the military service as a lieutenant and raised a company, afterward Company A of the Seventieth Indiana, whereupon Governor Oliver P. Morton, on July 22, 1862, commissioned him captain. When he had completed the organization of the regiment he was promoted, on August 7, 1862, to the office of colonel, and mustered into active service the same day.

From colonel he rose to the rank of brigadier-general of volunteers. While these facts are matters of comparative recent history, the early military career of General William Henry Harrison is not so well known, and it will surprise many to learn that President William Henry Harrison was a soldier under Captain Rollin M. Smith, and inexperience, I have no doubt, will stand in need of your friendship, therefore I pray you teach him the duties of his station, and if any accident should happen him, pay some attention to him. Your obedient and humble servant,
BENJAMIN HARRISON.

Thus it appears that "Old Tippecanoe" began his famous military career as a private soldier and rose by degrees to the exalted rank of commander-in-chief, something which no one could have dreamed of, even when he was a boy. From the same authority another interesting historical fact is gleaned, that Benjamin Harrison, "the signer," had himself received an appointment under General Wayne and landed accompanying him on the expedition against the Northwestern Indians, but was unable to do so from "having," as he writes, "three of my ribs broken near the backbone, also loosened from my breast, and one broken in the middle." It was under these circumstances that he determined to send his son, even in the humble capacity of a private soldier.

RECENT EVENTS ABROAD.

SIR ROBERT MORIER AND THE CHARGES AGAINST HIM.

He publishes the Correspondence to Show That He Has Been Fairly Accused—Another shocking Murder in England—John Ruskin Reported Very Ill.

BREITEN, Jan. 4.—Sir R. D. Morier has caused to be published his correspondence with Herbert Blomfield, in reference to the charges made by the Cologne Gazette that he revealed German State secrets to the French at the time of the Franco-German war. The correspondence shows that Morier wrote Marshal Bazaine inquiring whether he had ever made the charge in conversation, as alleged by the Gazette, to the effect that the first news of the Germans crossing the Moselle was conveyed to him by Morier.

Bazaine replied with an emphatic denial, which was sent to Herbert Blomfield with an appeal that he as a man of honor would cause an immediate refutation of the charge to be inserted in the Gazette. Count Herbert in his reply regretted that neither the contents nor tone of the communication enabled him to comply with such astonishing demands and outstep the limits imposed by his official position in regard to the press.

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NEW FROM LONDON.
LONDON, Jan. 4.—The Irish Land Committee has issued a report on the recent increase of judicial rents. The committee states that the increase is justified by the rise of produce in Ireland, and they explain that the land act precludes consideration of the yield of the various products of the country.

News of the terrible murder of a little girl in a field close to a village near Somersetshire with much the same general details as those in the case of the boy murdered at Bradford last week has been received.

Private dispatches say that John Ruskin is ill, and that there is small hope of his recovery.

The total capital of the joint stock enterprises registered in London during the past year is £400,000,000 against £188,000,000 in 1887.

James O'Brien, a Hallowell Phillips, P. B. S. the Shakespearean biographer, is dead. He was born in 1829.

Queen Victoria will shortly confer the decoration of the Order of the Garter upon Prince Henry of Prussia.

It is expected that several changes will soon be made in Russian diplomatic posts in the east for the purpose of inaugurating a vigorous policy.

PARIS, Jan. 4.—Besides the seven vacant seats in the Chamber of Deputies, elections to fill several vacant seats in the Senate will be held this month.

It is reliably stated that the executed murderer, Prado, was the illegitimate son of General Prado, formerly President of Peru.

ST. PETERSBURG, Jan. 4.—Ex-Queen Natalie of Servia will spend the Russian Christmas with the Imperial family.

The Russian press asserts that the present peace of Europe will be continued.

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BRISBANE, Jan. 4.—One thousand prisoners will be released under King Milan's amnesty decree.

See the \$12.00 Suits at Eisenman's, 7th & E.

SPECIAL NOTICES.
MR. FRANK N. CARVER, BUILDERS, has removed his office from 1431 L Street northwest to 1417 F Street northwest, where he will be glad to see all of his old friends and acquaintances.

CONFECTIONERY.
Confectionery, Pure Candies, Cakes, Pies, Nuts, Foreign and Domestic Fruits, at GEORGE W. WIDMANN'S, 303 Pa. ave. s. e.

LADIES CAN HAVE THEIR FLEET LOTS pressed in the new Fall Styles. Don't forget number, Whiting's Dressing and Tailoring Establishment, 118 Second St. northwest.

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ABRAHAM L. SALTZSTEIN, JR., Manager of the New York Watch Club Co., 510 Second St. n. w.

THE WASHINGTON ARCHITECTURAL IRON AND BRIDGE WORKS, corner of Water and 24th Streets, has removed to 14th and 24th Streets, between F and G Streets, where they will be glad to see all of their old friends and acquaintances.

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FOR GOOD-FITTING GARMENTS GO TO WILLIAM HART, Under National Hotel, Corner 6th and O streets n. w.

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